



Cisco

644-068

Routing and Switching Solns for Field Engineers

QUESTION: 45

Which two statements correctly describe Cisco Validated Designs and Smart Business Architecture? (Choose two.)?

- A. CVD is technology-oriented, while SBA is market- and solution-oriented.
- B. SBA guides are available for enterprise deployments only.
- C. SBA is a blueprint for delivering the three Cisco architectures in a modular approach.
- D. Gold partners have access to a demo lab for each validated design.

Answer: A, C

QUESTION: 46

Which four of the following are included in the SBA toolset? (Choose four.)?

- A. Partner enablement assets
- B. Software release notes
- C. Design guides
- D. Foundation deployment guides
- E. Command reference guides
- F. Unified Communications Acceleration Guide

Answer: A, C, D, F

QUESTION: 47

Which three of the following are valid steps when building an architectural roadmap for a customer? (Choose three.)

- A. Understand the business objectives, current environment, and pain points of the customer.
- B. Assess the current infrastructure, financial data, and operational management capabilities.
- C. Identify configuration flaws on individual devices.
- D. Analyze collected data, identify potential savings, and develop TCO and ROI.

E. Deliver business case documentation, detailed technical solution scenarios, and TCO report.

Answer: A, B, D

QUESTION: 48

Which two of the following can be helpful tools for documenting or calculating the cost reduction of a Cisco Borderless Network? (Choose two.)?

- A. Cisco SBA ROI Calculator
- B. Report of Total Economic Impact of Cisco Borderless Networks
- C. Cisco Borderless Networks ROI Benefits Calculator
- D. Cisco Virtual Sales Expert Guide?

Answer: B, C

QUESTION: 49

Which three of the following statements are true regarding the design of a technical solution? (Choose three.)

- A. The technical solution has to be based on the previously defined architecture.
- B. Examples of low-level design tools are the Cisco Power Calculator, the Cisco Rack Space Calculator, and the Cisco DSP Calculator.
- C. CVDs provide proven design of solutions that include only Cisco products, which ensures single-vendor solutions.
- D. Numerous CVDs are available that provide all the information needed for a successful deployment.
- E. The SBA toolkit includes foundation design guides that focus on concepts as well as foundation design guides that show detailed configurations.

Answer: A, D, E

QUESTION: 50

Which three of the following are recommended steps for the design phase? (Choose three.)

- A. High-level design
- B. Gap analysis
- C. Proof of concept
- D. Low-level design
- E. Competitive market analysis

Answer: A, C, D

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